



December 12, 1994

Mr. Gerald Gardner
Chrysler Jeep Truck Engineering
CIMS: 514-17-41
14250 Plymouth Road
Detroit, MI 48232-5514

SUBJECT: PROTOTYPE AND PRODUCTION 5.25 LBS SPRING FOR
1997 H-TRUCK AND 1995/96 B-VAN ATX SHIFT CABLE
PART NUMBERS 52078795 AND 52107615

Gerry,

The costs for the new spring we have been developing for you is as follows:

PROTOTYPES	\$425.00/lot 300 pieces
PRODUCTION	Piece Price increase \$.015 each spring/per cable

The spring is .55 X .849 X 2.598 music wire with 168 hour salt spray red system finish.

Thank you for this opportunity to quote. If any further assistance is needed please contact Scott Leighton or myself.

Sincerely,

Wayne Bates
Application Engineer

1179 Maplelawn
Troy, MI 48064-5379
(313) 643-8190
FAX (313) 643-8327

A Division of Teleflex Incorporated (USA)

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EX 63

BEST AVAILABLE COPY

* Worksheet

→ Spring # 67-7100

* current production price:

.025¢ / 25,000 lot
.0235¢ / 50,000 lot

→ prototype 5.25 lbs
spring costs

.0323¢ / 25,000 lot
.0282¢ / 50,000 lot

$$\begin{array}{r} .0282 \\ - .0235 \\ \hline \end{array}$$

* Difference .0047¢

* increase cost .0047¢ per spring

* markup +.0100¢

→ new cost .0147

* added ship ht. .0003¢
 .0150¢

roundup .015¢/each

* price price .015¢ each cable increase

COIL SPRINGS - FLAT SPRINGS - WIRE FORMS - SPECIALIZED STAMPINGS - QUALITY CONTROLLED - LABORATORY TESTED

QUOTATION

COIL

**AUTOMATIC SPRING
P R O D U C T S C O R P .**

Teleflex Automotive
1179 Maplelawn
Troy MI 48064

PHONE (816) 842-7800
803 TAYLOR STREET
P.O. BOX 347
GRAND HAVEN, MICHIGAN
49417
FAX NO. 816-842-4380

Attn: Wayne Bates

December 12, 1994

We are submitting herewith our quotation, covering your Part Number

.055 x .849 x 2.598, Spring

requirements in accordance with your drawings and specifications.

Type of Material Music Wire

Finish Phosphate - Oil - 168 Hour Salt Spray - Red Dykem

Mat. Wgt. M 11.5#

Tool Charge None

350,000 - 650,000 YEARLY

25,000 Minimum Shipment ---

\$32.30/M - .0223

PROTOTYPES:

300 Pieces/Lot --- \$340.00/Lot

50,000 Minimum Shipment ---

\$28.20/M - .0282c

each

NOTE: This part may not pass 168 hour salt spray with the finish specified. This spring will take set when compressed to solid height for the stress is 147,500 PSI.

A cost .0282c each

Minimum Invoice Charge \$150.00

Terms: 1/2 %, 10 Days - Net 30 Days - Tool Charges Not, No Discount.

We estimate delivery will go forward approximately 5 to 6 weeks following receipt of order. Above delivery is based on normal shipment of raw materials from the mill or warehouse. Earlier deliveries may be made from stock in plant.

We wish to thank you for this opportunity of quoting, and hope that we may be of further service to you

Very truly yours,

AUTOMATIC SPRING PRODUCTS CORP.

Darell L. Moreland/jv

T 09024
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DLM/jv
cc: WTP

Darell L. Moreland, Plant Manager

All prices quoted on quantities as listed above. Quantity changes larger or smaller will vary the cost and are subject to price change. Deliveries are F.O.B. our plant. Delays caused by strikes, weather or other incidents beyond our control will not be our responsibility including delay of raw material. Estimated delivery date is the date of departure from our plant. Cancellations must be made with Company approval to insure a minimum loss. Charges made for tools and dies do not convey the right to remove them from our plant. If any material is proven defective the seller's liability is limited to replacement only, and seller is not liable for any defects unless notified within 30 days after receipt by the buyer. We reserve the right to use and under third not to exceed 10 percent of specified quantity.

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→ new cost .0147

* added tip
wt. .0003¢
 .0150¢

roundup .015¢/each

* piece price increase .015¢ each cable